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DELL ANNOUNCES PLANS TO OFFER SYSTEMS WITH NeXTSTEP

AUSTIN, Texas, April 14, 1993 -- Dell Computer Corporation and NeXT Computer, Inc. today announced that Dell intends to offer NeXTSTEP for Intel processors pre-installed on certain models of its 486-based systems and future product offerings based on Intel's Pentium microprocessor. Specific terms of the business relationship and distribution details were not disclosed, however, the company did say it plans to sell NeXTSTEP-equipped systems directly into select target markets.

NeXTSTEP for Intel processors, the latest version of the industry-leading object-oriented software environment for developing and deploying client/server applications, runs on PCs powered by Intel i486 and Pentium microprocessors. Dell, a leading supplier of Intel-based systems, plans to offer NeXTSTEP on appropriate models of its line of 486-based, high-performance servers and graphics workstations.

"For quite some time now, one of our high-end workstations has been the development platform of choice for NeXTSTEP for Intel processors," said Charles Sauer, Dell's vice president of software and technology. "This has generated a great deal of interest for NeXTSTEP on Dell hardware from developers and other segments of our customer base. We've maintained a close technical relationship with NeXT throughout the development of this new version. Our focus on performance and compatibility, coupled with our ability to rapidly disseminate new technology to the marketplace, positions Dell as the logical source of advanced systems for users who are looking for NeXTSTEP on an Intel-based platform."

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"Dell is clearly one of the world's foremost PC manufacturers," said Erna Arneson, NeXT's director of channel sales. "Dell is known in the industry for satisfying customers with high-value products and customer-oriented solutions. We're particularly excited about the wide range of hardware options that Dell offers its customers -- Dell has been the leader in local bus graphics technology with JAWS in their DGX product, and now offers leadership local bus graphics architecture in some of the most cost-effective machines available for running NeXTSTEP."

Dell's Intel-486 based desktop computer line for NeXTSTEP ranges from the small-chassis L series systems, through the M and ME families of mid-sized solutions, to the company's high-end DGX mid-sized workstation -- which incorporates a 50MHz processor, secondary processor cache and the company's processor-direct graphics technology to provide customers with workstation-class graphics capability at an affordable cost.

The company intends to offer NeXTSTEP-based systems directly to customers through Dell's direct sales force and also plans to distribute systems with NeXTSTEP to vertical markets, such as health care and government. Specific details on availability, distribution and pricing of these systems will be announced when NeXT begins shipment of the new version in May.

NeXT develops and markets the industry-acclaimed NeXTSTEP object-oriented software for industry-standard computer architectures. NeXTSTEP is used by medium and large organizations to develop and deploy client/server applications, using both custom and shrink-wrapped software. NeXT is headquartered at 900 Chesapeake Drive, Redwood City, Calif., 94063.

A Fortune 500 company, Dell Computer Corporation (NASDAQ:DELL) designs, develops, manufactures, markets, services and supports a complete line of personal computers compatible with industry standards. Dell pioneered the direct marketing of PCs in 1984 and was the first company in the PC industry to offer manufacturer-direct technical support. According to Dataquest, a market data organization, Dell is the fifth largest computer company in the world, with fiscal 1993 revenues of more than $2 billion. Information on the company and its products can be obtained through its toll-free number: 1-800-BUY-DELL (1-800-289-3355).

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